

Message Text

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42

ACTION EB-07

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AMEMBASSY STOCKHOLM

C O N F I D E N T I A L MOSCOW 19051

EXCON

E.O. 11652: GDS

TAGS: ESTC, EEWT, US, SW, COCOM

SUBJECT: STANSAAB AIR TRAFFIC CONTROL PROJECT IN USSR

REF: (A) STATE 288817; (B) MOSCOW 17611, AND PREVIOUS

1. COMATT SPOKE BRIEFLY LAST WEEK WITH SPERRY-UNIVAC V.P., TED SPRINGSTEAD, AND S-U'S USSR MARKETING DIRECTOR, ROM SLIMAK, ABOUT FIRM'S CONTINUING INTEREST IN SOVIET ATC PROJECT LONG SINCE AWARDED TO STANSAAB. BOTH EXECS SAID THAT APART FROM SOME "NIBBLES" SPERRY-UNIVAC HAD RECEIVED APPROXIMATELY TWO MONTHS AGO FROM FTO ELEKTRONORGTEKHNKA (ELORG) HINTS THAT ANOTHER OFFER FROM S-U IN FORM OF LETTER TO ELORG PRESIDENT KISLENKO WOULD PERHAPS BE WELCOME, THEY HAD NOTHING TO REPORT. THESE HINTS BY SOVIETS OF RENEWED INTEREST IN REOPENING TALKS WITH S-U WERE NOT, ACCORDING TO FIRM'S OFFICIALS, FOLLOWED UP BY SPERRY-UNIVAC; INSTEAD, FIRM HAS CHOSEN TO SIT ON SIDELINES WHILE SOVIETS SORT OUT THEIR DIFFERENCES, IF ANY, WITH STANSAAB. BOTH S-U OFFICIALS EXPRESSED VIEW THAT SWEDISH FIRM WAS RELATIVELY FIRM IN SADDLE, DESPITE EXPORT CONTROL DIFFICULTIES IT HAD ENCOUNTERED WITH USG.

2. COMMENT: FROM THIS LATEST DISCUSSION WITH TWO KNOWLEDGEABLE SPERRY-UNIVAC REPRESENTATIVES, WE CAN ONLY CONCLUDE THAT SCST CHARIMAN KIRILLIN WAS EITHER POORLY BRIEFED OR FLATLY DIS-INGENUOUS IN HIS REMARKS TO AMBASSADOR STOESSEL DURING LATTER'S
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FARECALL CALL ON SEPTEMBER 10, 1976 (MOSCOW 14354).

TIME FRAME OF "NIBBLES" SPERRY-UNIVAC REPORTEDLY RECEIVED FROM
ELORG FITS EXACTLY WITH DATE OF AMBASSADOR'S CONVERSATION
WITH KIRILLIN. THUS, IF KIRILLIN'S REMARKS HAD SUBSTANCE IT
WOULD BE LOGICAL TO SUPPOSE THAT SPRINGSTEAD OR SLIMAK WOULD
HAVE KNOWN OF IT. OBVIOUSLY, SOMEBODY HAS BEEN PLAYING GAMES;
BUT AT THIS POINT, WE ARE EXTREMELY RELUCTANT TO TRY AND
GUESS WHO.

MATLOCK

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